



SIPPO Swiss Import Promotion Programme

The Swiss Import Promotion Programme (SIPPO), under the patronage of the state secretariat for economic affairs (SECO) of the Swiss government, aims to help small and medium-sized enterprises (SME) from emerging markets and markets in transition to access the Swiss and EU markets. Further, SIPPO helps Swiss and European importers to find the right partner in emerging and transitional markets.

SIPPO's activities focus on five main goals:

- To inform the Swiss and EU import economy on new market sources
- To include trade institutions and business branch associations in the trade promotion process
- To increase the competitiveness of small and medium-sized enterprises in selected partner countries
- To develop the service and exporting skills
- To establish qualified trade contacts between SME's from emerging markets and markets in transition and the Swiss and EU import economy

BioTrade Initiative and BioTrade Facilitating Programme

Since its launch in 1996, the UNCTAD BioTrade Initiative has been promoting sustainable biotrade in support of the objectives of the Convention on Biological Diversity. The Initiative has developed a unique portfolio of regional and country programmes. Biotrade refers to those activities of collection, production, transformation, and commercialisation of goods and services derived from native biodiversity under the criteria of environmental, social and economic sustainability. Since 2003 the BioTrade Initiative has also hosted the BioTrade Facilitation Programme (BTFP) which focuses on enhancing sustainable bio-resources management, product development, value adding processing and marketing.

The BioTrade Initiative of UNCTAD
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VitaFoods 2006, 9 - 11 May, Geneva

SIPPO – Pavilion Hall 1, Stand 129 & 139

with companies from

Bolivia, Ecuador, Ghana, Macedonia, Peru, Romania, Vietnam

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Patronage: SECO - State Secretariat for Economic Affairs, Bern



Bolivia

Company	Naturalcos S.A
Address	Calle Pedro Salazar No. 509, Bolivia
Phone	+591 2 2153581
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E-Mail	Naturalcos@gmail.com
Internet	www.manuscript.com
Contact	Daniel Liendo, Fernando Liendo
Products	Maca Spirit, Stevia Spirit, Quinoa Spirit

Naturalcos mission is to produce high quality nutraceuticals to help tackle poverty by a) engaging unemployed Bolivian farmers; by b) protecting the land applying sustainable agricultural practices; by c) preserving indigenous knowledge of food-medicine. Consumers of our products Maca Spirit, Stevia Spirit, Quinoa Spirit take pride in knowing that their purchases directly help impoverished communities that are trained in the organic production. We manufacture our products under GMP system. For more information visit www.manuscript.com

Peru

Company	Instituto Peruano de Productos Naturales (IPPN)
Address	General Iglesias 386 Miraflores, Lima 18, Peru
Phone	+511 243 0855
Fax	+511 243 0853
E-Mail	informes@ippn.org.pe, administracion@ippn.org.pe
Internet	www.ippn.org.pe
Contact	Mr. Eduardo Ferré
Products	Maca, Purple Corn, Hercampuri, Pasuchaca, Cat's claw, Camu Camu, Yacon as powder, liquid and dried extracts, capsules

Peruvian Institute of Natural Products (IPPN) was founded in 1999. The objective of this institute is to sustainably develop biodiversity resources in the sector of natural ingredients. 1,100 species have been identified in Peru. One of the largest number of medicinal plants probably discovered. The IPPN is a private sector association with 25 members (15 export companies).

Ghana

Company	Akowlson Trading & Farms LTD
Address	P.O.Box K327, Kasoa, Ghana
Phone	+233 20 8150 404
Fax	+233 20 7010 811
E-Mail	akotrad@yahoo.com
Contact	Jacob Wilson, Comfort Nyarko, Eleazer Kabutey
Products	Griffonia seeds, Voacanga seeds, Lemon peel, Annatto

The company has a work force of 20 permanent staff and over 60 agents all over the country. We have been exporting raw botanical products for over 11 years and are number one exporters from Ghana for Voacanga and and Griffonia seeds. We supply our products to a number of European companies.

Ecuador

Company	Industria Lojana de Especerías ILE Cia. Ltda.
Address	Barrio Consacola Km 1 Via a Cuenca, P.O. Box 1101-558, Loja, Ecuador
Phone	+593 7 2540840
Fax	+593 72540837
E-Mail	info@ile.com.ec
Internet	www.ile.com.ec
Contact	Sofia Vallejo, Pablo Godoy
Products	Herbs in bulk: Peppermint, Camomile

Our company is located in the South of Ecuador and has 35 years of experience in the elaboration of condiments. The company has 150 employees who are responsible for the quality of the products, their cultivation as well as for the final packaging. Founded in 1992, ILE C.A.'s vision is to industrialize aromatic herbs that are cultivated close to where they are manufactured: Mint, Camomile, Lemon Verbena, Lemon Balm and Lemon Grass. Countries to which we have exported our products within the past ten years are the United States and Japan.

Ghana

Company	Spearson Limited
Address	Senkyire House, Airport Roundabout, KS 3107, Kumasi, Ghana
Phone	+233 51 28988
Fax	+233 51 25306
E-Mail	spearsonk@yahoo.com
Internet	www.ec21.com/spearson
Contact	Geroge Dadzie Morgan
Products	Griffonia and Voacanga seeds, Sheanuts, Sheabutter, Kombo seeds, Kombobutter, Castor seeds, Castor oil, Grains of Paradise

Spearson Limited was established in 1995 to produce for export, spice and condiments. We introduced Botanical Raw Material (BRM) to our export operations in 2001. We export over 2,000 plant species to extracting companies and analysts worldwide. Our current major exports are Griffonia simplicifolia and Voacanga africana dried seeds to Switzerland, Spain and China in the year 2004 valued at USD 500'000. We employ 150 farm gate outlets throughout Ghana to facilitate our production. Our vision is to increase exports by 30% within the next two years.

Romania

Company	SC Plantextrakt srl
Address	407059 Radaia, Cluj, Romania
Phone	+40 264 260688
Fax	+40 264 260606
E-Mail	plantextrakt@aol.com
Internet	www.plantextrakt-info.com
Contact	Igor Kiril Peev
Products	Mother tinctures for homeopathic, pharmaceutical products

SC Plantextrakt srl was founded in 1991 as a German-Romanian company by Mr. Igor K. Peev who is the single owner. The company is placed 14 km from Cluj-Napoca (one of the biggest city in Romania, in the center of Transylvania), at Radaia, in an unpolluted valley.

At first the company produced only mother tinctures for the German pharmaceutical market. Today the company produces: mother tinctures for homeopathic field and phytotherapy from more than 300 different plant species, more than 80% of these species are processed as fresh plants; glycerinic macerate for gemmotherapy - more than 50 different macerates from fresh and young plant tissues (buds, sprouts, young bark, etc.); more than 20 different phytotherapeutical products - mixtures of different plant extracts; homeopathic medicines, as granules and solutions, more than 3000 different products. The mother tinctures are exported to Germany as raw materials for the pharmaceutical field - homeopathy and phytotherapy. The plant extract products have constantly been present on the German market for 14 years by IKP Homeopathic Import & Export, Passau, Germany. The company has 65 employees in production, quality control and assurance field and 35 employees in distribution channel. The plant extract flow was GMP certified in 2004 by the National Medicine Agency from Romania.

Vietnam

Company	Chuong Duong Joint Stock Company
Address	10, Chuongdong Street, Hoankiem District, Hanoi, Vietnam
Phone	+84 4 825 4040; +84 4 932 3829
Fax	+84 4 791 1417; +84 4 825 4040
E-Mail	lph@ft.vn
Internet	www.forestcdc.com
Contact	Chu Si Hai
Products	Cassia and its essential oil, Star anis seeds and its essential oil, Cinnamon, Turmeric Extract

Chuong Duong Joint Stock Company was established in 1987 and was one of the pioneer State Enterprises of Vietnam to conduct share-holding policy for the Vietnamese government. Our company has 130 employees, in which 105 employees work in production. Under the new name Joint-Stock management, we have since 1995 several customers in the international market through direct Import-Export. Our main export products are: Star anis seeds and Cassia/Cinnamon (whole, broken, powder as well as essential oils); Turmeric (oil extract, purified extract and dry sliced); Other essential oils and medical herbs.

Macedonia

Company	Konimex Holding Company
Address	Prvomajska 9 No. 10, 1000 Skopje, Macedonia
Phone	+389 2 246 1218
Fax	+389 2 246 94 72
E-Mail	vkolovski@konimex.com.mk
Internet	www.konimex.com.mk
Contact	Mr. Viktor Kolovski
Products	Juniper essential oil, different herbs in bulk; herbal teas

Konimex Holding Company is a privately owned enterprise founded in 1990, dealing mostly with production, processing and export of medical plants, fruits and vegetables. Konimex is undergoing the process of organic certification of its products, based on the wild grown plants from the region, which is about to be completed. All our products are from this region (middle Macedonia) by origin, and they are ecologically immaculate. We can supply all our products in the desired form and packing.

Vietnam

Company	Bich Ngoc Trade Limited Company
Address	104 Tran Dang Ninh Street, Hoang Van Thu dist., Lang Son city, Vietnam
Phone	+84 25 870534
Contact	Vu Thi Oanh
Products	Star anis dried fruits and essential oil, Mesona dried herbs

The company located in the Lang son province produces non-timber forest products (fibers, latex and resins) such as star anis dried fruits, essential oil and mesona dried herbs.

Vietnam

Company	Secoin Hatinh Co., Ltd.
Address	59 Hang Chuoi Street, Hai Ba Trung district, Hanoi, Vietnam
Phone	+84 4 971 8899
Fax	+84 4 971 8899
E-Mail	dx@secoin.com.vn
Internet	www.secoin.com.vn
Contact	Dinh Xuan Ba; Dinh Hoai Giang
Products	Agarwood oil, Agradarwood incenses, Star anis

Secoin Hatinh Co., Ltd. was established as a subsidiary of Secoin Co., Ltd. in March 2005. Secoin Hatinh Co., Ltd. located in Ha Tinh province has a 25-ha farm cultivating Aquilaria tree, Macadamia tree, Artemisia plant and has a small processing plant producing Agarwood oil. To know more about the parent company Secoin Co., Ltd., please visit www.secoin.com.vn